

2008 Organic Production Overview Missouri

Sales of organically produced commodities in **Missouri** in 2008 were valued at \$9.32 million according to the 2008 Organic Production Survey. Missouri had 185 farms with sales of organically produced commodities. There were 163 farms that sold \$6.22 million of organically produced crops, 43 farms that sold \$1.21 million of organically produced livestock and poultry and 27 farms sold \$1.90 million of organically produced livestock and poultry products. There were 197 Missouri farms that were either USDA certified organic or were exempt from certification because their sales totaled less than \$5,000.

What constitutes a farm or ranch? The USDA defines a farm or ranch as any place from which \$1,000 or more of agricultural products were produced and sold, or normally would have been sold, during the reference year.

Agriculture continues as a solid base for the economy of Missouri. The State's 108,000 farms produced and sold about \$8.44 billion worth of crops, livestock, poultry, and aquaculture in 2008, up 14 percent from 2007. Livestock and poultry accounted for about 43 percent of the agricultural output, while crops made up the other 57 percent of the total.

As a follow-up to the 2007 Census, USDA conducted its first-ever, wide-scale survey of organic agriculture in 2008. Survey results provide vital data on many aspects of organic farming, including production, marketing and economics.

NASS wishes to thank all producers who responded to the 2008 Organic Production Survey. The full report can be found at:
www.agcensus.usda.gov/

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Contact:
Gene Danekas, Director,
Missouri Agricultural Statistics
601 Business Loop 70 West, Suite 240
Columbia, MO 65203
573-876-0950
nass-mo@nass.usda.gov
www.nass.usda.gov/mo

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The State of Missouri's 2008 Organic Production



USDA's
National Agricultural
Statistics Service
Missouri Field Office



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Missouri 2008 Farms, Land Use, on Certified and Exempt Organic Farms		
Item	Farms	
ORGANIC FARMS (Certified or exempt farms)	197	
ORGANIC LAND	Farms	Acres
Total farms	191	30,195
Cropland farms	180	21,611
Harvested cropland farms	170	18,545
Pastureland/rangeland farms	78	8,584
TRANSITIONING LAND	Farms	Acres
Transitioning cropland farms	19	1,662
Transitioning pastureland / rangeland farms	12	509

Value of Organically Produced Products

Total organic products sales	\$9,324,000
Crops	\$6,214,000
Livestock & products	\$3,109,000

Products	Farms	Dollars
Vegetables, Potatoes & Melons	56	\$244,570
Snap Beans	13	\$12,161
Cabbage	5	\$2,647
Garlic	8	\$8,575
Lettuce	16	\$6,461
Onions	5	\$5,048
Peppers, Bell	11	\$4,798
Potatoes	16	\$33,809
Spinach	11	\$4,520
Squash	15	\$10,310
Sweet Corn	10	\$1,592
Sweet Potatoes	8	\$7,473
Tomatoes	37	\$30,941
Watermelons	5	\$833
Other Vegetables	22	\$104,578
All Fruit	14	\$38,586
Peaches	4	\$468
All Berries	17	\$24,387
Blackberries	5	\$2,712
Blueberries	5	\$13,833
Strawberry	6	\$992
Other Berries	3	\$4,200

Products	Farms	Dollars
Barley	3	\$15,459
Beans, Dry Edible	3	\$9,500
Corn for Grain	46	\$1,342,679
Hay	35	\$270,740
Oats	5	\$24,427
Popcorn	4	\$105,436
Soybeans	67	\$2,347,138
Winter Wheat	29	\$911,750
Milk Cows	12	\$107,732
Beef Cows	9	\$312,271
Other Cattle	18	\$351,718
Sheep	4	\$10,400
Chicken-Layers	8	\$1,370
Milk	13	\$1,875,154

Missouri Marketing Practices

Item	Farms	Percent of sales
First Point of Sales		
Local (within 100 miles)	113	35.6
Regional (more than 100 miles but less than 500 miles)	48	(D)
National (500 miles or further)	22	32.5
International	1	(D)

The nation's certified and exempt organic farms had average sales and production expenses that were higher than those of U.S. farms overall. Organic operations had an average of \$217,675 in sales, compared with \$134,807 for all farms as reported in the 2007 Census of Agriculture. Production expenditures averaged \$171,978 per organic farm, compared with the nationwide average of \$109,359 for all farms.

Missouri Marketing Practices

Item	Farms	Percent
Consumer direct sales:		
On-site (e.g., farm stand, u-pick)	33	9.8
Farmers' market	42	4.4
Community Supported Agriculture (CSA)	8	0.6
Mail order/Internet	4	0.1
Other consumer direct	19	1.7
Direct-to-retail sales:		
Natural food stores (cooperatives & supermarkets)	14	(D)
Conventional supermarkets	1	(D)
Restaurants/caterers	18	0.4
Institutions (e.g., hospitals, schools)	2	(D)
Other direct-to-retail	5	(D)
Wholesale market sales:		
Natural food store chain buyer	5	1
Conventional supermarkets chain buyer	4	5.6
Processor, mill, or packer	20	27
Distributor, wholesaler, broker, or repacker	45	28.1
Sales to other farm operations	14	2.8
Grower cooperative	10	5.6
Other wholesale	6	4.7

(D) Withheld to avoid disclosing data for individual farms.